

Message Text

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41

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 OES-03 ACDA-05 CIAE-00 INR-05

IO-10 L-02 NSAE-00 NSC-05 RSC-01 FEAE-00 COME-00

ARAE-00 (ISO) W

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P R 121820Z DEC 74

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC PRIORITY 1849

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

C O N F I D E N T I A L RIO DE JANEIRO 4566

E.O. 11652: GDS

TAGS: TECH, ENRG, BR

SUBJECT: GENERAL ELECTRIC'S NUCLEAR EQUIPMENT PROPOSALS TO GOB

1. JAMES SWEENEY, MANAGER OF LATIN AMERICAN SALES FOR GENERAL ELECTRIC'S NUCLEAR ENERGY DIVISION, DISCUSSED WITH CONGEN OFFICER DECEMBER 9 COMPANY'S EFFORTS TO SELL BOILING WATER REACTORS (BWRS) TO BRAZIL. SWEENEY STATED THAT, ABOUT A MONTH AGO, SENIOR GE OFFICIALS FROM U.S. CALLED ON MINISTER OF MINES AND ENERGY SHIGEAKI UEKI. MINISTER REPORTEDLY TOLD THEM THAT, DESPITE COMMONLY HELD NOTION THAT WESTINGHOUSE HAD INSIDE TRACK FOR SUPPLYING REACTORS FOR ANGRA TWO AND ANGRA THREE PROJECTS, BRAZIL WAS QUOTE GOING BACK TO GROUND ZERO UNQUOTE ON NUCLEAR ENERGY EQUIPMENT. GE OFFICIALS TOOK THAT STATEMENT TO MEAN THAT THEY HAD FIGHTING CHANCE TO PENETRATE BRAZILIAN MARKET. UEKI ALSO INTRODUCED GE OFFICIALS TO PAULO NOUGEIRA BATISTA OF MINISTRY OF FOREIGN AFFAIRS, WHO UEKI SAID WOULD BE PRESIDENT OF NEW NUCLEBRAS ORGANIZATION.

2. LAST WEEK GE HELD SEMINAR IN RIO ON BWRS FOR 130 NUCLEAR ENERGY OFFICIALS FROM CNEN, CBTN, FURNAS AND ELECTROBRAS. GE REPS ALSO MADE SPECIAL SALES-ORIENTED
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PRESENTATION TO CBTN SUPERINTENDENT CARLOS SYLLUS, WHO

APPEARED INTERESTED BUT WAS NON-COMMITTAL IN RESPONSE.

3. SWEENEY SAID GE HAD LATELY BEEN RECEIVING THE SAME SIGNALS AS EVERYONE, I.E. THAT GOB MAY NAIL DOWN PACKAGE DEAL WITH KWU SOON. GE INTENDS TAKE FURTHER READINGS NEXT FEW DAYS. IF COMPANY DETERMINES THAT THERE IS STILL A CHANCE FOR PARTICIPATION IN BRAZILIAN NUCLEAR DEVELOPMENT PROGRAM, IT WILL ATTEMPT SET UP MEETING WITH UEKI NEXT WEEK TO DETERMINE WHETHER GOB IS IN FACT SERIOUS ABOUT RECEIVING ITS EQUIPMENT PROPOSALS.

4. EMBASSY BRASILIA CONCURS IN ABOVE MESSAGE.
MILLER

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Message Attributes

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